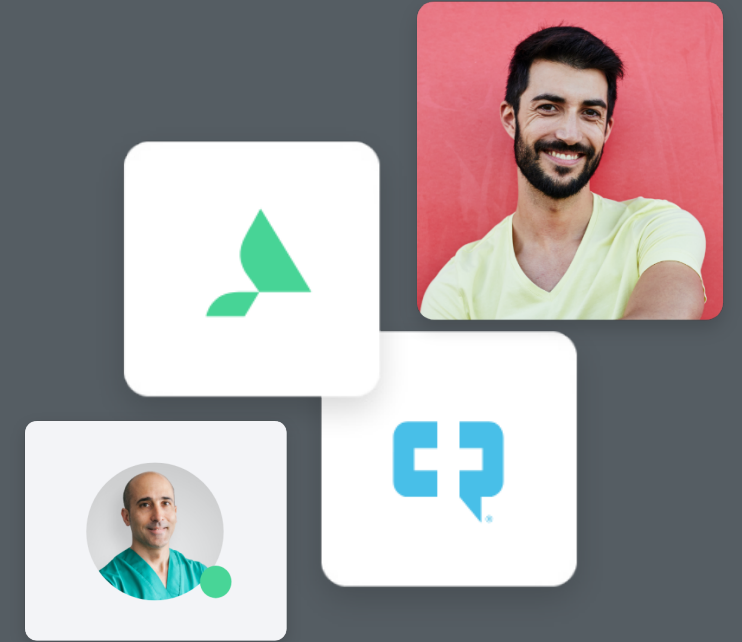


 Accolade |  2nd.MD

Accolade Announces Acquisition of 2nd.MD

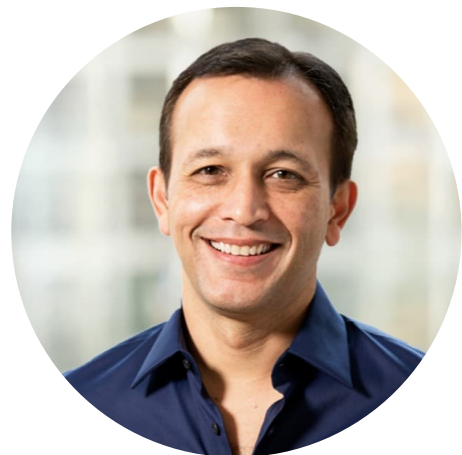
January 14, 2021



This presentation contains “forward-looking statements” –that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance and financial condition, and often contain words such “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “guidance,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” or “would” or similar expressions. Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, particular uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements include , among others, the following: (i) risks associated with (a) the possibility that the closing conditions to the transaction with 2nd.MD may not be satisfied or waived in a timely manner or at all, including that a governmental entity may prohibit, delay or refuse to grant a regulatory approval, (b) the failure to complete or receive the anticipated benefits from the transaction, including due to Accolade’s inability to successfully integrate 2nd.MD into its business, (c) diverting management attention from ongoing business operations, (d) the commencement or outcome of any legal proceedings that may be instituted against us or 2nd.MD in connection with the proposed transaction and (f) the effects of the transaction on the combined business, including on operating costs, customer loss and business disruption; (ii) changes in laws and regulations applicable to our or 2nd.MD’s business model; (iii) changes in market or industry conditions, regulatory environment and receptivity to our or 2nd.MD’s technology and services; (iv) results of litigation or a security incident; (v) the loss of one or more of our or 2nd.MD’s key customers or partners; (vi) the impact of COVID-19 on our or 2nd.MD’s business and results of operation; (vii) changes to our or 2nd.MD’s abilities to recruit and retain qualified team members; and the risks described in the other filings Accolade makes with the Securities and Exchange Commission from time to time, including the risks described under the heading “Risk Factors” in Accolade’s Final Prospectus for its public offering dated October 21, 2020 and its quarterly reports filed on Form 10-Q, which should be read in conjunction with its financial results and forward-looking statements. All forward-looking statements in this Current Report on Form 8-K or any exhibit hereto are based on information available to Accolade as of the date hereof, and it does not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made, except as required by law.



Today's Presenters



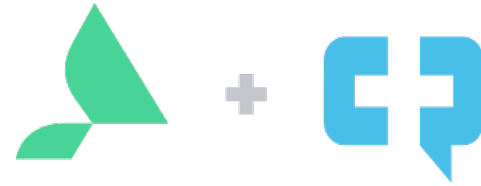
Rajeev Singh
Chief Executive Officer
Accolade



Steve Barnes
Chief Financial Officer
Accolade



Jason Melton
Chief Executive Officer
2nd.MD



Integrating expert healthcare resources into a single solution that simplifies the care journey and empowers people to make the best decisions for their health and well-being.

Combining two market leading platforms

To create the industry's most comprehensive, integrated healthcare navigation experience.



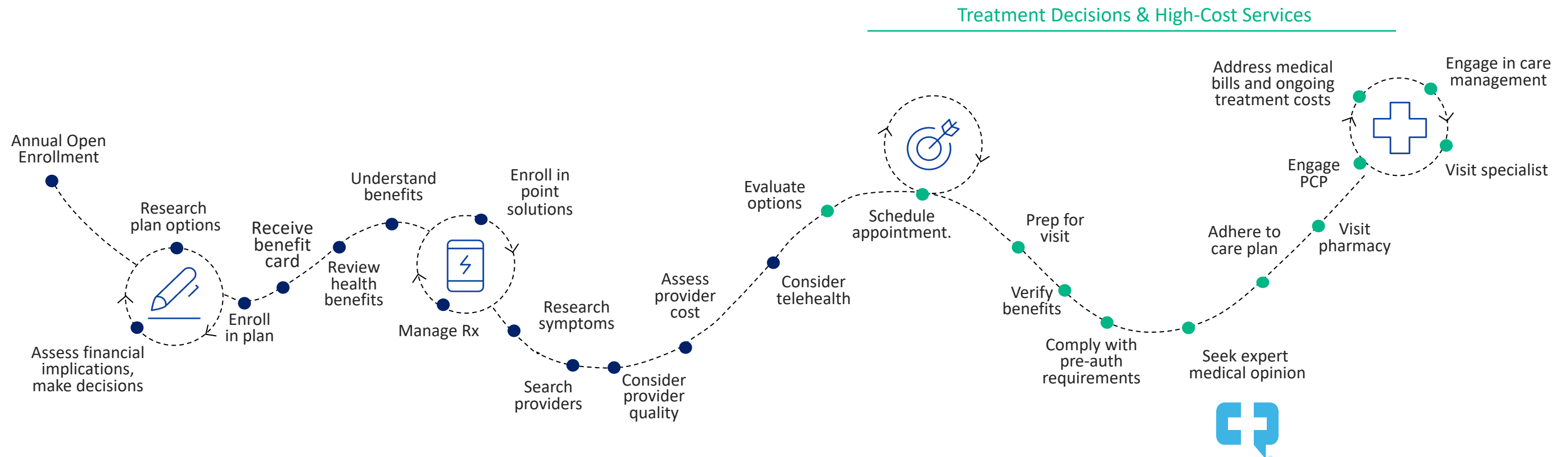
- Leader in **personalized health and benefits**
- Relationship-based clinical model that persists **throughout care journeys**
- Expanding platform of clinical programs that **improve clinical outcomes and lower costs**
- **>2 million members**
- **~100 customers**
- **4%-10% employer savings** on HC spend



- Leader in **Expert Medical Opinion**
- Expert-led clinical model that **delivers medical certainty in complex medical situations**
- **900 physician experts**, leaders in their respective fields, covering all specialties
- **>7 million members**
- **~300 customers & deep health plan relationships** with virtually no overlap
- Average **\$5K+ savings per consult** (2x ROI)

Delivering Medical Certainty and Driving Savings

Accolade Creates Impact Across the Entire Consumer Journey



Integrating Expert Medical Opinion

Further Lowers Unnecessary Healthcare Utilization



Example: Improving knee pain-related utilization trends



Right Member

- Machine learning model proactively identifies members with high risk of knee surgery in the next 12 months
- Multichannel target outreach to high-risk members and referrals from member services



Right Decision

- Mayo clinic education materials
- Provider data insights on surgery experience and complications, re-admits, and length of stay



Right Path

- Shared decision making prior to seeing specialist
- Referral to in-person or virtual physical therapy (e.g., Hinge)

IMPACT

Improved outcomes, satisfaction and trust



31% MRIs



15% ER visits



64% Outpatient surgery



15% inpatient surgery



Virtual consult with expert physician – increase in delivery of evidence-based guidance

Solution Portfolio

Delivering Comprehensive, Integrated and Clinical Support

 Accolade
Total Benefits

Navigation

SOLUTION FEATURES

- ✓ Benefits engagement
- ✓ Clinical guidance

 Accolade
Total Care

Provider Decision Support

SOLUTION FEATURES

- ✓ Benefits engagement
- ✓ Clinical guidance
- ✓ Provider matching

 Expert Medical Opinion

 Accolade
Total Health and Benefits

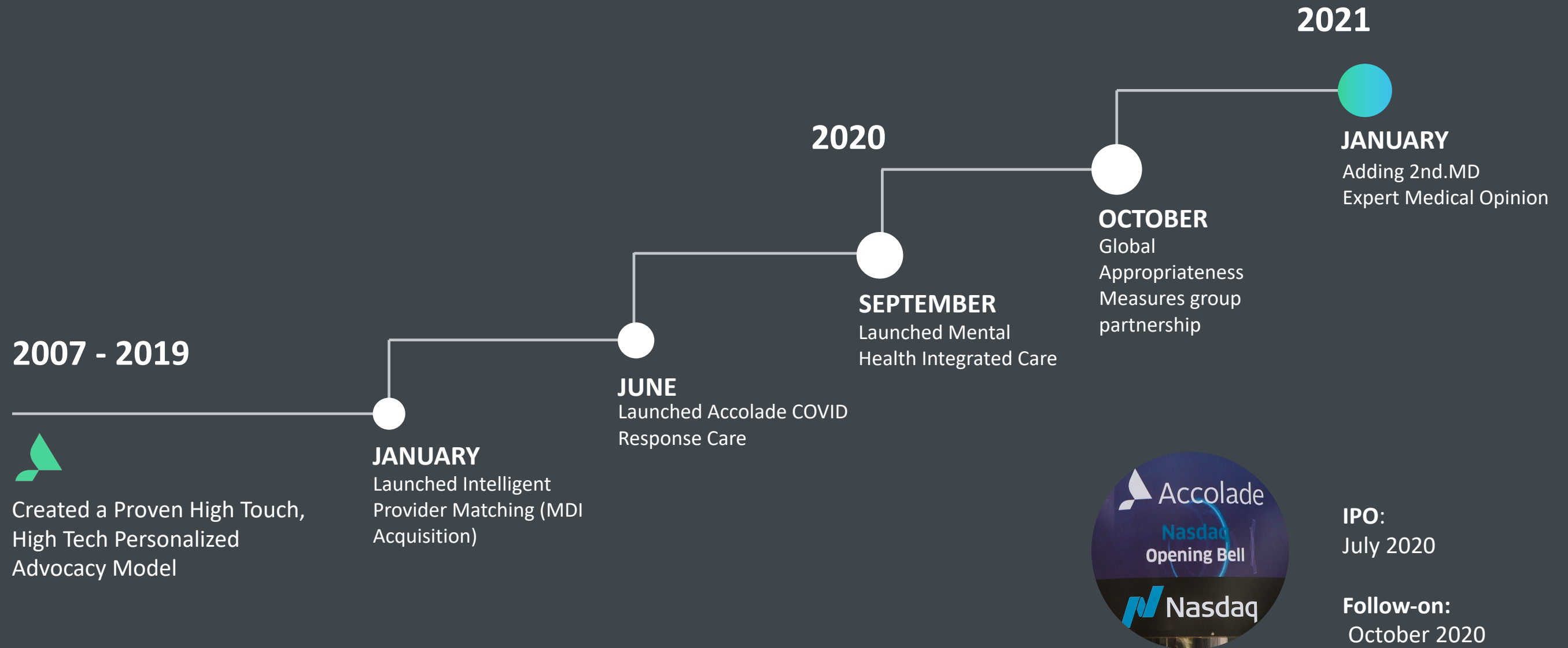
Integrated Population Health

SOLUTION FEATURES

- ✓ Benefits engagement
- ✓ Clinical guidance
- ✓ Provider matching
- ✓ Case management
- ✓ Provider services
- ✓ Member services

Accelerating Accolade's Clinical Innovation

Lowering Healthcare Spend





Overview



OUR INSPIRATION

Clint and Gabi





STATE OF HEALTHCARE

17
years

30%
waste

5%
of employees
=
50%
of costs

Healthcare
costs rise
with no
increase in
quality,
access, or
ease

1
BILLION
US Annual
doctor visits

60
days

1
MIN

- The average US doctor is 17 years behind research
- 30% of healthcare spending is wasted
- Specialist wait times have reached 60 days in some cities
- Doctors spend 1 minute on average discussing treatment

TRADITIONAL SECOND OPINION

- Written opinion
- No Expert Interaction
- Feedback in 3 to 5 weeks

VS.



- Live video consultations
- Expert led (nurse, records team, elite specialist)
- Answers in 3 to 5 days





IMPACT OF 2ND.MD

85%

of consults result in improved treatment plans

35%

of consults lead to an alternate diagnosis

\$27K

savings per surgical consult

30%

of surgery consults result in surgery cancellation

+91

Net Promoter Score

\$5K+

savings per consult



EXPERT MEDICAL CONSULTATION

Providing members with confidence in their diagnosis and treatment plan in 3 to 5 days



Initial contact /
care team RN
member intake



Records collected
and curated by
2nd.MD



Recommend
specialist
physician &
schedule
consultation



30+ minute
live consultation
with specialist
physician



Written summary
& post
consultation
follow-up support

Delivering a World Class Member Experience



PERSONALIZED, VIRTUAL CONSULTATIONS





DIRECTLY ADDRESS MAJOR COST DRIVERS

Top Conditions Cited by Employers Driving Cost
% of respondents ranking condition category as a top 3 cost driver

2nd.MD Average
Savings Per Case

Musculoskeletal



90%

\$32K

Cancer



78%

\$33K

Cardiovascular



39%

\$39K

Mental Health



9%

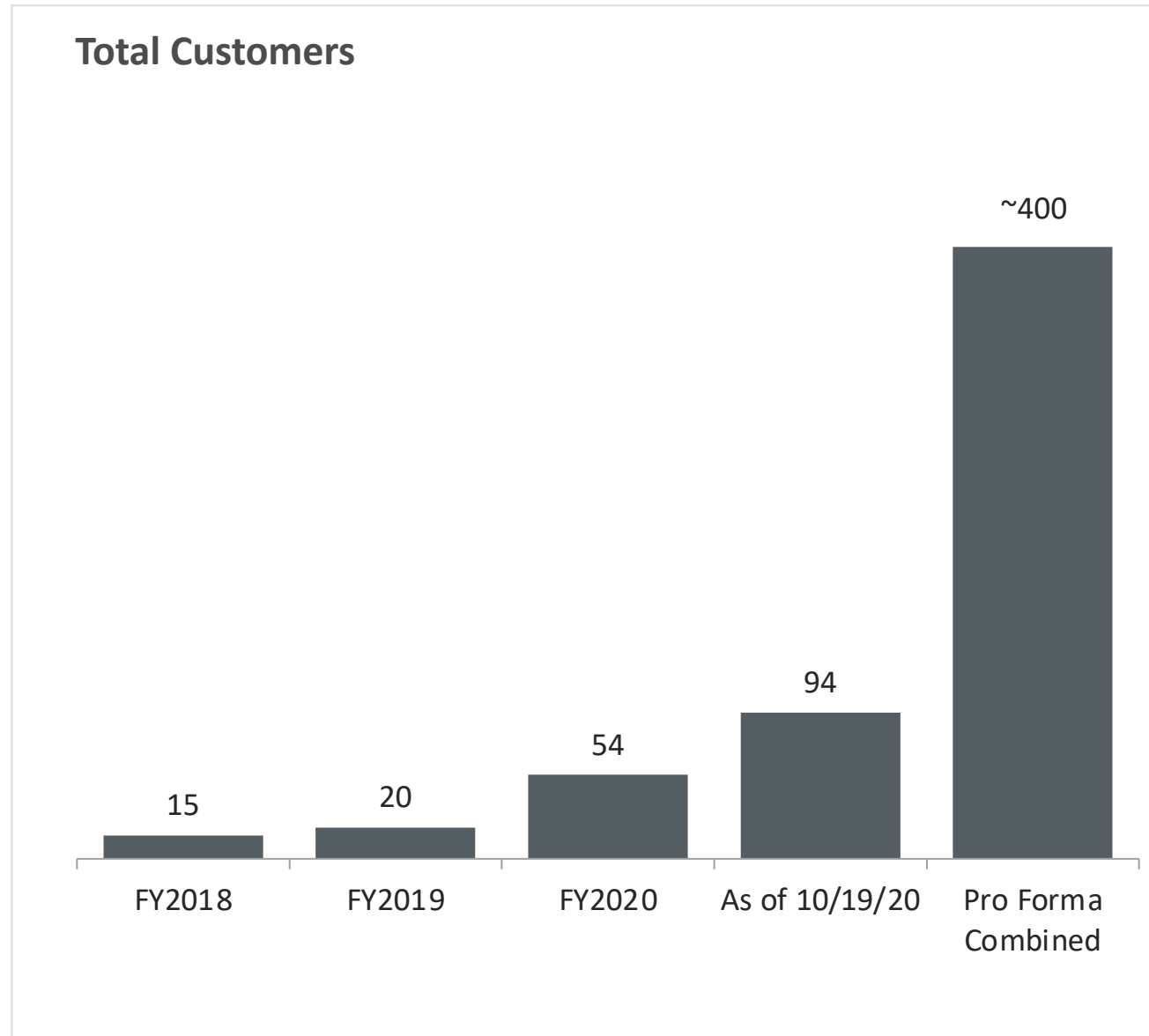
\$7K

Source: Top conditions cost drivers cited by employers in the 2021 Business Group on Health Plan Design Survey; average savings per consultation where 2nd.MD had surgery/procedure savings, medication savings or a confirmed alternate diagnosis. This number excludes when we only saved a doctor visit or had \$0 savings.



Transaction Details

Expands Addressable Market



\$46BN TAM

\$22BN

Expert Medical Opinion

\$24BN

**Advocacy
Market**

Transaction Details

Total Consideration:	Up to \$460 million
Cash:	\$230 million
Stock:	\$130 million in common stock (2.82 million shares)
Contingent stock consideration:	Up to \$100 million in common stock (2.17 million shares), subject to achievement of defined revenue milestones
Estimated close date:	Estimated by the end of February 2021
2nd.MD CY 2020 revenue:	\$35 million (unaudited)
Guidance:	Combined FY22 guidance will be provided with Accolade F4Q results

Integrating expert healthcare resources into a single solution



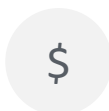
Adds Expert Medical Opinion capabilities, a highly desired employer healthcare benefit



900 leading expert medical specialists across all specialty areas



~400 customers covering 9 million+ members, with virtually zero customer overlap, provides opportunity for cross-sell and up-sell



Compelling value for employers: ROI averages 2x, while lowering medical trend line



Combined TAM of \$46 billion; adds payor distribution relationships

 Accolade |  2nd.MD